

CLAIMS

What is claimed is:

1. A method of providing an online loan quotation from a lender to a user, the

5 method comprising the steps of:

receiving input data from a borrower regarding a prospective loan and a property,
the data including a requested loan amount, a property value and type, and borrower cash
flow;

10 receiving an overpar spread factor representing a prospective fee for arranging the
loan charged by a correspondent lender;

calculating a loan-to-value (LTV) for the requested loan by dividing the requested
loan amount by the property value;

calculating an all-in spread value by adding one or more offset values to an initial
spread value;

15 calculating an interest rate by adding the all-in spread value to a benchmark
interest rate;

determining a debt service coverage ratio (DSCR) by dividing the user cash flow
by a loan payment amount; and

20 comparing the calculated DSCR with a minimum DSCR for a corresponding
property type in a published DSCR pricing grid.

2. The method of claim 1 further comprising the steps of:

transmitting a message to the user indicating that the loan quotation was successful if the calculated DSCR is greater than the minimum DSCR; and

transmitting a message to the user indicating that the loan quotation was not successful if the calculated DSCR is not greater than the minimum DSCR.

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3. The method of claim 1 further comprising the steps of:

validating the input data received by the borrower after the step of receiving the input data;

comparing the calculated loan-to-value with a maximum loan-to-value for the borrower provided property type with a maximum loan-to-value for the property type in a lender-determined LTV pricing grid, and adjusting the requested loan amount if the calculated loan-to-value exceeds the maximum loan-to-value for the property type.

4. The method of claim 1 wherein the steps of calculating the all-in spread value, calculating the interest rate, and determining the debt service coverage ratio are executed in a loop performed a plurality of times, and wherein the method further comprises the steps of:

comparing the calculated DSCR to a minimum DSCR value and maximum DSCR value provided in the DSCR pricing grid;

adjusting the calculated DSCR to be the maximum DSCR value of the calculated DSCR is greater than the maximum DSCR value;

adjusting the calculated DSCR to be the minimum DSCR value of the calculated DSCR is less than the minimum DSCR value; and

recalculating the all-in spread based on the spread in the DSCR pricing grid
corresponding to the maximum DSCR value.

5. The method of claim 4 wherein the loop is performed three times.

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6. The method of claim 1 wherein the initial spread is calculated by:
determining a maximum LTV from the pricing grid and a minimum LTV from
the pricing grid;

comparing the calculated LTV, with an average LTV defined by the minimum

10 LTV and the maximum LTV;

defining the initial spread as the maximum LTV if the calculated LTV is greater
than the average LTV; and

defining the initial spread as the minimum LTV if the calculated LTV is less than
the average LTV.

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7. The method of claim 1 wherein the one or more offset values comprises at least
one of a property type offset, a property condition offset, a loan term offset, an overpar
spread factor offset, a lease status offset, and a single tenant status offset.

20 8. The method of claim 1 wherein the loan payment amount is determined by
multiplying the requested loan amount by a payment rate defined as the monthly interest
rate plus one.

9. The method of claim 1 wherein the user is a correspondent lender obtaining the prospective loan on behalf of a borrower, and wherein the lender is a bank, a commercial lending institution, or a large-scale capital fund provider.

10. The method of claim 9 wherein the loan is a commercial real estate loan, and wherein the property is an income-generating property owned or to-be-owned by the borrower.

11. The method of claim 1 wherein the lender and user are coupled through a computer-based communications network and wherein the method further comprises the steps of:

providing an online loan application interface to the user maintained by the lender; and

prompting the user for the entry of the input data.

12. The method of claim 11 wherein the network comprises the Internet, and wherein the loan application interface is implemented as a web-based interface.

13. A distributed client-server computer system comprising:

a user client computer;

a lender server computer coupled to user client computer and configured to a receive a loan request from the user client computer;

one or more correspondent client computers coupled to the seller client computer;
wherein the lender server computer executes an interactive pricing program configured
to:

receive loan application information, property description information, and
5 overpar spread factor information from the user and correspondent lender in reference to
a prospective commercial real estate loan; and

iteratively calculate a debt service coverage ratio for the loan based on a net cash
flow of the user divided by the loan payment amount, wherein the spread for the loan is
iteratively adjusted based on offset values defined by the user input information.

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14. The distributed client-server computer system of claim 13 wherein the lender
server computer operated by a bank, a commercial lending institution, or a large-scale
capital fund provider.

15 15. The distributed client-server computer system of claim 14 wherein the
correspondent lender comprises a lender that agrees to finance the commercial real estate
loan on behalf of the user.

16. The distributed client-server computer system of claim 14 wherein the network is
20 the Internet, and wherein the user client computer executes a web browser program and
the lender server computer executes a web server program, and further wherein the loan
and property information are provided by the user through a web site operated by the
lender.